



Commonwealth of Virginia  
Virginia Information Technologies Agency

**CABLETRON DATA NETWORKING HARDWARE AND ASSOCIATED SOFTWARE AND SERVICES**

**Optional Use Contract**

Date: July 30, 2003

Contract #: VA-000421-CABL

Authorized User: State Agencies, Institutions and Public Bodies

Contractor: Enterasys Networks Sales & Services, Inc.

FIN: 02-0478354

Contact Person  
And Ordering Information: Government Channels Group  
Attn: Scott Fujiwara, President  
8180 Greensboro Drive  
Suite 1020  
McLean, VA 22102  
(P) 703-356-1143  
(F) 703-356-3823  
Email: [sfujiwara@governmentchannels.com](mailto:sfujiwara@governmentchannels.com)  
WWW: <http://www.governmentchannels.com>

Term: April 21, 2003 – April 20, 2004

FOB: Destination

Payment: Net 30 days

For Additional Information, Please Contact:

Contract Compliance Information:  
Mrs. T. J. Hudson  
Contracts Administrator  
Phone: 804-371-5971  
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Technical Information:  
Joe A. Parr, CPPO, VCO  
Contract Officer  
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NOTES: Individual Commonwealth of Virginia employees are not authorized to purchase equipment or services for their personal use from this Contract.

For updates, please visit our Website at <http://www.oas.virginia.gov>

**CONTRACT #VA-000421-CABL**  
**EXTRACT CHANGE LOG**

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**VIRGINIA INFORMATION TECHNOLOGIES AGENCY (VITA):** Prior review and approval by VITA for purchases in excess of \$100,000.00 is required for State Agencies and Institutions only.

**ORDERS:**

Unless otherwise instructed by the Virginia Information Technologies Agency (VITA), all agencies, institutions and public bodies of the Commonwealth of Virginia may order data networking hardware and associated software and services directly from the contractor listed herein, by one of the following methods:

1. Issuing Agency Purchase Order (form DPS-41-056) or by issuing their own purchase order form.
2. State agencies and institutions may place orders up to \$5,000 against this contract with the American Express Charge Card. Localities may place orders using American Express, Visa, Master Card, or the Discover card, where their use has been implemented by local authority.

**DELIVERY:** 21 days ARO except for custom manufactured products, or as mutually agreed. Ordering entity should verify with Contractor that product desired is not on back order, etc., and establish a delivery date before issuing a purchase order.

**WARRANTY:** One (1) year depot warranty (includes all parts, labor, firmware upgrade, software upgrades and return shipping) on telecommunications equipment/software. Ordering entity should review the attached Price List for pricing of additional periods of depot warranty and the pricing for optional On-Site warranties.

**PRICE:** Prices must come from the attached Price List(s) only. <http://www.oas.virginia.gov>

Prices may not increase for six (6) months from the date of contract award. Thereafter, prices may float on a month-to-month basis as listed in the governing contract price list. Products may be added to the contract no more often than once a month. Product additions to the contract shall not become effective until approved in writing by the DIT Contract Engineer.